

Aviation Week

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ANNUAL CATALOGUE INDEX

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data to supplement technical requirements contained in the specification.

Where a Qualified Products List is established, manufacturers are encouraged to submit samples of their products for test and approval, and inclusion on the QPL. After the firm is shown open for inclusion of products from additional sources. Each specification requiring qualification contains instructions for the submission of products for each testing.

Agencies or Contractors' Responsibilities

It is not necessary to register as a firm or selling agent to obtain Government business although some concerns do so. Some data reports may be permissible. The Contract Agent "Contracting Firm" clause, which is included in all defense contracts, is a warranty by the contractor that it has not employed or retained any person or selling agency "to solicit or secure the contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee." However, the warranty also provides that "bona fide employees or bona fide established sales agents or selling agencies retained by the contractor for the purpose of securing business," even though paid on an "on the above basis," may properly represent a firm in obtaining Government contracts. Branch of the warranty contained in the contract may result in an award of the contract or the return by the contractor of the amount of the fee paid.

Regimes will be made of, and written representations will be secured from prospective contractors as to whether they have employed or retained any company or person (other than a full-time salaried working sales force for a prospective contractor) to solicit or secure the contract and the contractor should agree, in writing, to furnish information relating thereto as may be required by the contracting officer. BO Form 119 is used as a basis for obtaining this information, and a copy of this form may be obtained from the military contracting officer.

Penalties

Contract penalties that may be assessed on private business, such as offering gifts or giving preferential treatment, may be assessed on dealing with the Government. Military government is subject to the provisions of public laws which prohibit the offering of such gratuities or other favors to obtain the contract. Government personnel charged with the responsibility of

negotiating or administering Government contracts. Violations may result in criminal prosecution and, under the provisions of the "Contract" clause incorporated in defense contracts, in the termination of the contract. Such back to subcontractors to permit or higher level subcontractors are also included in law if the prime contract is negotiated.

When entering into any contract involving the employment of labor, at the Contractor's option, it is a provision obligating the contractor not to discriminate against any employee, or applicant for employment because of race, religion, color, or national origin and to refrain from any action which might result in discrimination upon the contractor the responsibility for including the provision in their subcontractors. It is the contractor's aid, in appropriate cases, the subcontractor's contractual obligation to maintain a labor policy consistent with the requirements of this provision.

Definition of Small Business

For these provisions on which preferential treatment of bids from small business concerns are authorized by the Department of Defense, a bid must conform to the small business definition in order to secure preference. Congress has given the Small Business Administration the authority for the determination of small business concerns. Branch of the warranty contained in the contract may result in an award of the contract or the return by the contractor of the amount of the fee paid.

General definition. A small business concern is a concern that (1) is not dominant in its field of operation and, with its affiliates, employs fewer than 500 employees; (2) is certified as a small business concern by SBA. SBA has authority to establish national standards. Dominance in field of operation. A concern is "not dominant in its field of operation" if it does not exercise a controlling or major influence on an area of business activity. In determining whether dominance exists, consideration shall be given to all appropriate factors, including volume of business, number of employees, financial resources, competitive status or position, ownership or control of facilities, products, patents and license agreements, sales territory, and business activity.

Affiliates. Between concerns are affiliates of each other who either directly or indirectly: (1) are common owners; (2) are officers or control the other; or (3) a third party controls or has the power

to control both. In determining whether concerns are independently owned and operated, and whether or not affiliation exists, consideration shall be given to all appropriate factors including common ownership, common management, common control, common financial interest, and other factors.

Number of employees. In connection with the determination of small business status, except as SBA otherwise determines in a particular industry or part thereof, "number of employees" means the average employment of an concern and its affiliates based on the number of persons employed during the pay period ending on the last day of the 50 month in each calendar quarter for the preceding four quarters. If a concern has not been in existence for four full calendar quarters, number of employees means the average employment of such concern and its affiliates during the period last calendar year in existence based on the number of persons employed during the pay period ending on the 15th of each month.

Dealer as small business concern. A dealer who markets bids or offers in its own name, but who proposes to furnish a product not manufactured by itself, shall be considered to be a small business concern when, in addition to meeting the general criteria, the dealer is certified as a small business concern by the contractor, products manufactured or produced in the United States, its territories or possessions is small business concern.

Small business certificate. A small business certificate is a certificate issued by SBA pursuant to the authority contained in section 203 of the Small Business Act of 1953 as amended certifying that the holder of the certificate is a small business concern for the purpose of Government procurement and is eligible to receive the benefit of the certificate.

Contracting officer accept of a bid under (a) a small business certificate issued by the SBA, or (b) written statement by the contractor that a small business concern is in accord with the above definition. In the event such a statement is questioned prior to award of the contract, the contracting officer will refer the matter to the SBA for a ruling, and this ruling will be accepted as final.

Any change in the definition of small business will be published by the SBA in the Federal Register. The SBA is not to be deemed to be exercising current jurisdiction of their status as small business (small) contract (a contract

negotiated by the Small Business Act).

Each military department has an active and continuing program to afford small business concerns an equitable opportunity to compete for defense procurement. In addition, concerns concerned in small business are granted certain preferential treatment in some instances in the award of military contracts. Selected personnel may be used as well as a part for exclusive participation of small business.

In the case of equal low bid situations, a large concern and a small business concern, preference is awarded generally going to the small concern. However, if the large business concern will perform the proposed contract as an aid of substantial labor savings, it will receive preference over a small concern which will not perform the contract in a similar labor area. If equal low bids are submitted by a small business concern and a large business concern, the latter may be awarded by the large price contractor of the military department by many of their major subcontractors as well.

Interplay With the Small Business Administration

The military departments work closely with the Small Business Administration to maintain a coordinated program to increase small business participation in defense procurement. SBA representatives and military contracting officers jointly screen and select procurements that may be set aside for exclusive small business participation. The Administration has also the authority to certify the competence as to capacity or credit of an enterprise in small business bidding or otherwise to receive a particular procurement is being provided by the contracting officer. Such certification when made by the SBA is accepted as conclusive in licensing subcontractation or supplies.

The number of major prime contractors are listed in the Department of Commerce Statistics. Small business specialists at military procurement or contract administration offices are also able to assist in locating information on subcontracting opportunities.

The Army, Navy, and Air Force actions of this booklet describe some particularly the assistance available to small business concerns in becoming subcontractation or supplies.

a given to small business concerns as potential subcontractors, each financial and cost-benefit-type contract in excess of \$5,000 contains a contractual clause requiring the prime contractor to make the maximum practicable utilization of small business concerns as subcontractors. Specific procedures to be followed by concerns interested in obtaining military subcontract work are contained in the Army, Navy, and Air Force versions of this publication. Selection criteria are selected by the prime contractor and deal directly with them, rather than with the Government.

How can the Army, Navy, and Air Force have made agreements with their larger contractors without each contractor conduct a program designed to provide small business concerns with an equitable opportunity to compete for subcontracting and purchase orders for items within their capabilities. This is known as the Defense Small Business Subcontracting Program, which has been in effect since July by the large price contractors of the military department by many of their major subcontractors as well.

For subcontractors, concerns should apply directly to the prime contractor, furnishing information on plant facilities, production experience, present products, personnel, and financial status. This program is a means for an enterprise to contract or subcontract awarded a contract or subcontract for more than one small business contract.

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Synopsis of Proposed Procurement

From Monday through Friday of each week, there is published in Chicago by the Department of Commerce the "Synopsis of U.S. Government Procurement, Materials, and Construction." This publication is published weekly for \$30 per year. A check or money order payable to the Treasurer of the United States should be mailed to the U.S. Department of Commerce, Division of Government Service Office, Room 1308, New York Office Building, 433 West Van Buren Street, Chicago 7, Ill. The Synopsis

is also available for inspection at each of the 13 field offices of the Department of Commerce and at approximately 700 cooperating offices including some chambers of commerce. Many unclassified proposed procurements are included in the Synopsis of the Department of Defense, whether being processed by formal advertisement or by negotiation, are listed. Check a week, the publication also lists the awards of contracts in excess of \$25,000 that have been made.

Procurement Information Office

If the supplier or service which a firm wishes to furnish is not listed in this pamphlet and the information cannot be obtained in the local area, an inquiry should be addressed to the Central Military Procurement Information Office, Office of the Assistant Secretary of Defense (Supply and Logistics), the Pentagon, Washington 25, D.C. That office was established in 1949 by the Secretary of Defense, and is located in the Washington area with the persons in the military departments who can best answer specific inquiries.

The Procurement Information Center, Room 1308, New York Office Building, 433 West Van Buren Street, New York, New York, 10013, contains copies of all formally advertised solicitations for bids and abstracts of awards from Army and Air Force procurement activities.

Research and Development Contracts

The Department of Defense benefits from the ingenuity and knowledge of American industry, educational institutions, and nonprofit research organizations, by obtaining, through research and development contracts, the new concepts and ideas essential to its present and future requirements.

The Army, Navy, and Air Force are fully aware of the importance of locating and utilizing industry, educational institutions, and nonprofit research organizations. Each recognizes that such competence is not accurately determined by the size of the organization and that individuals and procedures to permit that all organizations, regardless of size, are given every opportunity to submit research and development proposals.

Contracts are awarded to those firms which have the technical competence in the specific branch of science or technology required for the successful conduct of the particular work involved.

tion or your initial submission. A complete proposal in final form must be submitted only after it has been determined that the project you propose is relevant to NASA needs and interests were detailed there. Your initial letter proposal should come first.

NASA CENTERS

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Advanced Research Projects Agency

Organization

The Advanced Research Projects Agency (ARPA) was established in February 1958 in response to an urgent need for centralized management of selected research projects which were essential to the interests of the United States. An initially established ARPA was a law agency, of the Department of Defense, reporting to the Secretary of Defense. In late 1959, a reorganization was effected under which the Director of ARPA is now responsible to the Director of Defense Research and Engineering.

New ARPA Openings

Within present ARPA assigned by the Director of Defense Research and Engineering, ARPA offers positions and projects in research and development projects. ARPA operates as a small management firm having sole responsibility for a range of projects with respect to its assigned projects. A member of the permanent ARPA Technical Office is designated to be project manager for each project and he is the official ARPA representative in dealing with contractors and contract agents.

In accomplishing its assignments ARPA must determine the present state of the art and decide on the course of action which are consistent with Department of Defense objectives and with available resources. In so doing ARPA gives consideration to all available knowledge in the field particularly to proposals advanced by individuals (industry and government agencies).

Upon approval of a proposal, ARPA usually issues a request for proposal (RFP), directly to a subordinate activity of one of the military departments, e.g., Air Force Systems Command, Army Ordnance Activity Command, Office of Naval Research, or to another government agency which is in contracting agent for ARPA. In

current operations, ARPA may arrange for contracts to be awarded directly to individuals, business firms or educational or research institutions.

Finally, provision for the accomplishment of ARPA projects are made available from the ARPA budget.

How Unsolicited Proposals Should Be Prepared and Submitted

Proposals should be submitted in duplicate to the Director, Advanced Research Projects Agency, The Pentagon, Washington 25, D.C. It is the desire of ARPA to obtain as much business as possible in the current possible. Therefore, proposals from small business are particularly encouraged.

When submitting an unsolicited proposal to ARPA, the proposer should make a thorough search of all technical reports, patents and other data pertaining to the subject in order to become thoroughly familiar with the state of the art.

No standard format exists for submission of proposals. However, they should contain the following information (proposals should not exceed 25 pages in length):

1. General statement regarding consideration of the proposal.
2. A technical description of the proposed work, including a brief review of the scientific background and work previously done in the field of the proposal.
3. Statement of the objectives of the project.
4. Technical approaches proposed.
5. Special facilities and equipment required or available.
6. Major phases and action steps through which the project will progress with estimated dates for each.
7. Estimated cost of the proposal, showing a breakdown of major cost categories.

8. Names and background of principal scientists and support personnel who will be used in the project.

To facilitate handling and evaluation of unsolicited proposals, it is recommended that a covering letter list the names of other government activities to which the proposals have been submitted.

Any information contained in a proposal which contains a basis or major representation and which is considered to be of a proprietary nature should be clearly identified. A differentiation should be made between proprietary data and patent data which are or both are contained in a proposal. (The Annual Services Procurement Regulations (ASPR), Section 9.100, govern the disclosure of proprietary data. These may be seen at the office of any contracting officer of the Department of Defense or they may be obtained from the Superintendent of Documents, Government Printing Office.)

The government is not obligated for reimbursement of costs incurred in preparing and submitting proposals.

Who May Be Contacted

Correspondence regarding ARPA activities should be addressed to the Director, Advanced Research Projects Agency, The Pentagon, Washington 25, D.C. Acknowledgment of the receipt of all proposals, together with a statement of approval or to ARPA fields of interest.

Following issuance of an ARPA Order and establishment of a contract, contractors should be consulted with the contracting agent (the addressee of the permanent ARPA Order). Where this is not feasible, contact may be made with ARPA's Technical Office, which will be familiar with the status of the Order.

Project assignments held by ARPA are briefly described in a brochure which may be obtained by writing the Advanced Research Projects Agency, The Pentagon, Washington 25, D.C.

Aviation Week—Space Technology BUYERS' GUIDE

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CHERRY AIRCRAFT LOCKBOLTS are available in a full range of diameters, grip lengths and head styles. Cherry A-286 Stainless Steel Lockbolts are especially designed for High Strength—High Temperature and corrosive applications. Also produced in Alloy Steel and Aluminum.

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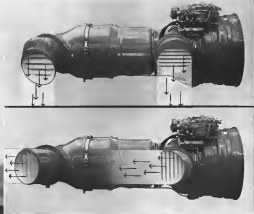
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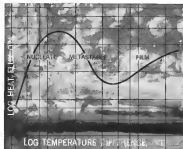
The Bristol Siddeley Pegasus powers the Harrier P1127 VTOL light strike aircraft and is supported by the Mutual Weapons Development Programme for NATO.

For further information please write to: Bristol Aero-Industries Limited, 18218 Pic IX Boulevard, Montreal North, PQ, Canada.

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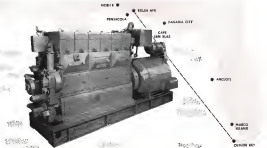
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 104, Barry St. W.
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527

DATA PROCESSING EQUIPMENT

[illegible]

Countermeasure Systems

[illegible][illegible][illegible]

PERKINS ELECTRIC CORPORATION, ELKHART, IN.

[illegible][illegible]

Estimated Tax
 Deductions: \$
 Total Taxable Income: \$

[illegible][illegible][illegible]

Gars
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Drain Level, Water 24 Hrs.
Sewage Level, 24 Hrs. (approx.)

[illegible]

FIGURE 1

[illegible]

Call
1-800-4-A-DEALER

[illegible]

Yeni Yel Producers Company, Little Coffee Road, New York, N.Y.

[illegible]

REYNOLDS ELECTRIC CO. INC. 148 HWY 7 S.E.

[illegible]

Figure 28. Scatterplot of \log_e (abundance) of *Staphylococcus*[illegible]

Direction Finders, Automatic

[illegible][illegible]

Directors: Eliot

[illegible]

Distance Measuring

Ergebnisse

[illegible]

Washington, D.C. 20540-0001
 Washington, D.C. 20540-0001
 Washington, D.C. 20540-0001

[illegible]

Doppler Radar Systems

[illegible][illegible][illegible]

Dynamometer

[illegible]

1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 26

[illegible][illegible]

Winter Aircraft Corp., P. O. Box 1977, Galveston, Tex.
Winter Aircraft Corp., P. O. Box 1977, Galveston, Tex.

Electromotors

Energizers, Aircraft Starting
Chemistry Corp. 144 Westfield Highway W. Springfield, Mass. 01104
Dynamat Corp. 10000 Highway 100, Dallas, Texas 75243
Lundberg Corp.
Lundberg Corp. 10000 Highway 100, Dallas, Texas 75243
Lundberg Corp. 10000 Highway 100, Dallas, Texas 75243
Lundberg Corp. 10000 Highway 100, Dallas, Texas 75243

Fabricators: Avioni

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| <p>Lucy Little & Joanne, 30, Elm Street, 7
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| 1990 | 1,000 | 10.0 | 10.0 |
| 1991 | 1,100 | 11.0 | 11.0 |
| 1992 | 1,200 | 12.0 | 12.0 |
| 1993 | 1,300 | 13.0 | 13.0 |
| 1994 | 1,400 | 14.0 | 14.0 |
| 1995 | 1,500 | 15.0 | 15.0 |
| 1996 | 1,600 | 16.0 | 16.0 |
| 1997 | 1,700 | 17.0 | 17.0 |
| 1998 | 1,800 | 18.0 | 18.0 |
| 1999 | 1,900 | 19.0 | 19.0 |
| 2000 | 2,000 | 20.0 | 20.0 |
| 2001 | 2,100 | 21.0 | 21.0 |
| 2002 | 2,200 | 22.0 | 22.0 |
| 2003 | 2,300 | 23.0 | 23.0 |
| 2004 | 2,400 | 24.0 | 24.0 |
| 2005 | 2,500 | 25.0 | 25.0 |
| 2006 | 2,600 | 26.0 | 26.0 |
| 2007 | 2,700 | 27.0 | 27.0 |
| 2008 | 2,800 | 28.0 | 28.0 |
| 2009 | 2,900 | 29.0 | 29.0 |
| 2010 | 3,000 | 30.0 | 30.0 |
| 2011 | 3,100 | 31.0 | 31.0 |
| 2012 | 3,200 | 32.0 | 32.0 |
| 2013 | 3,300 | 33.0 | 33.0 |
| 2014 | 3,400 | 34.0 | 34.0 |
| 2015 | 3,500 | 35.0 | 35.0 |
| 2016 | 3,600 | 36.0 | 36.0 |
| 2017 | 3,700 | 37.0 | 37.0 |
| 2018 | 3,800 | 38.0 | 38.0 |
| 2019 | 3,900 | 39.0 | 39.0 |
| 2020 | 4,000 | 40.0 | 40.0 |

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| First Corp. of America, 121 Madison Ave., New York
10, N. Y. | See
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| Windsor Ins., 7 E. 14th St. N. York 10, N. Y. | See
19 |
| Windsor Insurance Corp., International Dept., Newark,
N. J. | See
21 |

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